

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 AGRE-00 TRSE-00 CIAE-00
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FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 7824
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UNCLAS MOSCOW 7279

FOR BEWT/TPD (ROBB) AND TDAD (STECHSCHULTE)

E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: U.S. SUBSIDIARY SIGNS \$13 MILLION CONTRACT FOR DELIVERY
OF ARTIFICIAL LEATHER

1. MANAGING DIRECTOR OF PORVAIN LIMITED, W. F. O'KEEFE,
INFORMED USCO OFFICERS MAY 23 THAT FIRM HAS RECENTLY REACHED
AGREEMENT WITH SOYUZPUSHNINA TO SUPPLY 24 MILLION SQUARE
FEET OF ARTIFICIAL LEATHER TO USSR DURING NEXT FOUR YEARS.
TOTAL VALUE OF CONTRACT WILL BE \$13 MILLION AND DELIVERIES, WHICH
WILL BE MADE AT RATE OF 6 MILLION SQ FEET PER YEAR, WILL EQUAL
ONE THIRD OF PROVAIN'S TOTAL PRODUCTION. PORVAIN IS U.K.
FIRM- 80 PERCENT OWNED BY INMONT INTERNATIONAL OF NEW YORK.

2. ARTIFICIAL LEATHER TO BE PROVIDED BY PROVAIN WILL BE
SUFFICIENT TO PRODUCE 12 MILLION PAIRS OF SHOES AND WILL BE
USED AT SHOE PRODUCTION FACILITIES IN VOROSHILOVGRAD, LENINGRAD
AND MOSCOW. COMPANY HAS BEEN OPERATING IN USSR FOR LAST 4
YEARS AND OVER THIS TIME HAS SOLD ABOUT ANOTHER 24 MILLION
SQ. FT. TO SOYUZPUSHNINA ON SPOT BASIS. RECENT CONTRACT IS
FIRST AGREEMENT FIRM HAS REACHED FOR LONG TERM DELIVERIES.
PORVAIN AND INMONT HAVE ALSO HAD ON AND OFF DISCUSSIONS REGARDING
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POSSIBLE ERECTION OF \$25 MILLION WORTH OF FACILITIES TO PRODUCE
ARTIFICIAL LEATHER IN USSR. HOWEVER, THIS PROJECT HAS APPARENTLY
BEEN SHELVED FOR DURATION OF CURRENT 5-YEAR PLAN.

3. FOR BEWT/TPD: PARENT COMPANY INMONT IS ONE OF LARGEST U.S.
PRODUCERS OF PRINTING INKS AND O'KEEFE STATED THAT THERE MIGHT
INDEED BE INTEREST IN PARTICIPATING IN PLANNED PRINTING-GRAPHIC

ARTS S/ME. MAN TO CONTACT RE POSSIBLE PARTICIPATION IS LINDSAY
C. HERKNESS, SENIOR V.P., 1113 AVE OF THE AMERICAS, NEW YORK,
N.Y. 10036 (TEL 212-765-1100).
MATLOCK

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Message Attributes

Automatic Decaptioning: X
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